Message Text

UNCLASSIFIED

PAGE 01 MANAMA 01387 281449Z ACTION NEA-10

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FM AMEMBASSY MANAMA BAHRAIN TO USDOC WASHINGTON DC PRIORITY INFO SECSTATE WASHINGTON DC 4856 AMEMBASSY ABU DHABI UAE AMEMBASSY LONDON UK

UNCLAS MANAMA 1387

E.O. 11652: N/A

TAGS : BEXP, BA

SUBJECT: FY-79 USDOC/CAGNE TRADE PROMOTION SCHEDULE

REF : USDOC 12162

1. EMBASSY WOULD RECOMMEND USDOC PARTICIPATION IN ANY/ALL OF THE EXHIBITIONS PLANNED FOR BAHRAIN. THE ORGANIZERS ARE QUITE KEEN ON AMERICAN FIRMS' PARTICIPATION, HAVE VISITED THE EMBASSY SEVERAL TIMES TO KEEP US INFORMED OF THEIR PLANS, EVEN MAKING ONE CALL ON THE AMBASSADOR TO INFORM HIM THAT THOUGH THE ORGANIZERS ARE BRITISH, THEY WELCOME AMERICAN PARTICIPATION -- IN FACT, IT IS CLEAR THEY THINK THEY WILL NOT BE SUKCESSFUL WITHOUT IT. THAT IS ONE REASON WE HAVE BEEN PUSHING AMERICAN PARTICIPATION IN THE SOLAR TECHNOLOGY SEMINAR EXHIBITION SCHEDULED FOR APRIL 1978, AS USDOC AWARE.

2. FOREGOING SAID, THIS POST DOES NOT HAVE ANY EXPERIENCE WITH USDOC-SPONSORED OR ORGANIZED TRADE FAIRS (OF ANY TYPE) AND WE WOULD LIKE TO KNOW UN SOME DETAIL WHAT IS EXPECTED/REQUIRED OF US IN SUPPORT OF SUCH AN EFFORT. IN FACT WE DO NOT KNOW WHAT IS ENCOMPASSED IN REFTEL PROPOSAL THAT USDOC ORGANIZE A TYPE 1 TRADE FAIR AND WOULD APPRECIATE SOME UNCLASSIFIED

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CLARIFICATION AND GUIDANCE (A QUICK SUMMARY OF TYPES I-IV WOULD BE USEFUL TO US AND POSSIBLY TO EMBASSY ABU DHABI AS WELL).

3. HOWEVER, WHATEVER THE TYPE, WE WOULD LIKE TO REITERATE THAT IN TERMS OF AMERICAN FIRMS' INTERESTS, USG INTERESTS AS WELL AS THOSE OF THE LOCAL ORGANIZERS

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